

Comparisons of Job Characteristics

Focus Occupation: Securities, Commodities, and Financial Services Sales Agents (41-3031)
Associated Occupation: Brokerage Clerks (43-4011)

Compare Knowledge
 Compare Skills
 Compare Abilities
 Compare Detailed Work Activities
 Compare Tools and Technologies

<<	Focus occupation element is much lower
<	Focus occupation element is lower
0	Focus occupation element is at a similar level
>	Focus occupation element is at a higher level
>>	Focus occupation element is at a much higher level

Knowledge

Similarity of Focus Occupation to Associated Occupation: 87

Focus Occupation: Securities, Commodities, and Financial Services Sales Agents (41-3031)
Associated Occupation: Brokerage Clerks (43-4011)

Associated Occupation's Key Knowledge Elements	Average Rating, All Occupations	Associated Occupation's Rating	Focus Occupation's Rating		Evaluation of Focus Occupation
Customer and Personal Service	11.3	19.2	20.4	0	Current knowledge level may be sufficient
Clerical	7.3	15.7	9.0	<<	Extensive education and/or training may be required
Economics and Accounting	4.4	12.4	14.7	>	Current knowledge level is likely sufficient

The maximum possible rating is 25.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O*NET (Occupation Information Network) data.

Skills

Similarity of Focus Occupation to Associated Occupation: 89

Focus Occupation: Securities, Commodities, and Financial Services Sales Agents (41-3031)
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Associated Occupation's Key Skills Elements	Average Rating, All Occupations	Associated Occupation's Rating	Focus Occupation's Rating		Evaluation of Focus Occupation
Active Listening	11.0	13.2	14.9	>	Skill level is likely sufficient
Time Management	8.9	10.4	10.3	0	Current skill level may be sufficient
Mathematics	6.2	9.3	8.2	<	A higher skill level may be required

The maximum possible rating is 25.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O*NET (Occupation Information Network) data.

Abilities

Similarity of Focus Occupation to Associated Occupation: 94

Focus Occupation: Securities, Commodities, and Financial Services Sales Agents (41-3031)
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Associated Occupation's Key Abilities Elements	Average Rating, All Occupations	Associated Occupation's Rating	Focus Occupation's Rating	Evaluation of Focus Occupation	
Written Comprehension	11.0	13.2	13.6	0	Current ability level may be sufficient
Near Vision	11.1	13.0	12.4	0	Current ability level may be sufficient
Speech Clarity	10.2	12.3	13.7	>	Current ability level is likely sufficient
Speech Recognition	9.9	11.8	13.4	>	Current ability level is likely sufficient
Number Facility	6.3	10.2	9.3	0	Current ability level may be sufficient
Mathematical Reasoning	6.3	9.2	9.4	0	Current ability level may be sufficient

The maximum possible rating is 25.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O*NET (Occupation Information Network) data.

Activities that Both Occupations Have in Common

Similarity of Focus Occupation to Associated Occupation: 86

Focus Occupation: Securities, Commodities, and Financial Services Sales Agents (41-3031)
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Work Activities	Exclusivity of Activity
Answer customer or public inquiries	41
Compute financial data	53
Compute taxes	80
Ensure correct grammar, punctuation, or spelling	48
Fill out business or government forms	42
Maintain account records	69
Maintain telephone logs	74
Make decisions	24
Obtain information from individuals	24
Prepare reports	8
Provide customer service	14
Reconcile or balance financial records	76
Use computers to enter, access or retrieve data	3
Use knowledge of written communication in sales work	69
Verify bank or financial transactions	81
Write business correspondence	58

Not all positions in these occupations will necessarily perform all of the listed activities. The exclusivity rating is an indication of how unique the activity is amongst all occupations. The maximum rating is 100. High scores indicate that only a small number of occupations engage in that activity.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O*NET (Occupation Information Network) data.

Tools and Technologies that Both Occupations Have in Common

Similarity of Focus Occupation to Associated Occupation: 93

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Tools and Technologies	Exclusivity
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Business function specific software	1
Calculating machines and accessories	3
Computers	1
Content authoring and editing software	1
Data management and query software	1
Finance accounting and enterprise resource planning ERP software	2
Information exchange software	1
Network applications software	1
Personal communication devices	2

Not all positions in these occupations will necessarily use all of the listed tools and technologies. The exclusivity rating is an indication of how unique the tool or technology is amongst all occupations. The maximum rating is 100. High scores indicate that only a small number of occupations use that tool or technology.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O*NET (Occupation Information Network) data.